LEATHER and SHOES



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THIS WEEK

NEWS: Schnitzer sees retail shoe sales rising in 1949—predicts drop in hide and skin production . . . USMC lays off 250 employes at main plant . . . Navy re-opens bidding on 700,000 pairs oxfords—allows manufacturers to bid on 10,000 pair lots . . . Commodity Exchange reports hides trading in 1948 up 42.9 percent . . . Conrad Shoe Co. closes down as shoe plant shutdowns continue.

MARKETS: Big packer hide market firmer with half cent advances on some selections. Trading limited with producers keeping well sold up. Small packer and country hides quiet with firmer tendency noted. Calfskins firmer; kipskins firm and quiet. Moderate buying in leathers. Most prices soft. Side leather tanners pinched between strong hide market and leather buyers desire for lower priced finished stock. Production moderate.

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ESSEX



Shoe Sales Up In '49; Hide Output Off-Schnitzer

Commerce leather chief sees rising hide and skin imports, higher leather exports for coming year.

Although shoe production will remain stable, retail pairage sales will rise substantially in 1949, Julius Schnitzer, chief of the Textile and Leather Branch, Dept. of Commerce, told 1000 members and guests of the New England Shoe and Leather Assn. this week. Schnitzer was a featured speaker at the 30th annual meeting of NESLA held Jan. 12 at Boston's Hotel Statler.

The government leather chief said that many consumers have been using up their closet inventories in an effort to resist shoe price levels during

the past two years.

"Wardrobes of a number of consumers are almost depleted and will
have to be replenished." Schnitzer
declared. "Furthermore, it is reasonable to expect that with the female
of the species "new looked" from the
ankles up, she will devote more attention to shoes."

How much of this potential increase in sales is actually accomplished during the year depends a great deal upon the salesmanship of retail clerks, he added. The market is there but it will take real selling to obtain full advantage of the situation.

"If you have any doubts regarding the pent-up demand for footwear. I would suggest that you talk to some of the retailers who recently held mark-down sales. Most of them are certain to tell you that the number of buyers coming to their stores as a result of advertised price reductions and the actual volume of resulting sales was surprising.

"Not to be ignored is the fact that independent shoe retailers and department stores have realized the trend and have added lower priced types to their lines." Schnitzer said that season-end or mark-down sales will bring in most results during the first quarter of 1949. As soon as the weather really breaks, trade will pick up considerably and continue throughout most of the year, he declared.

Slaughter to Decline

"Last year I estimated for you the 1948 volume of domestic bovine hide and skin production at 15 percent less than in 1947. Preliminary data indicate that the actual decline was about 16 percent. For 1949 I will forecast a further decline in this pro-



A. C. FLEENER

. . . has been elected vice president in charge of sales of the Brown Shoe Co., St. Louis. With Brown since 1917, he held various positions until 1927, when he was named sales manager and general manager of the Blue Ribbon Shoemakers. In 1944, Fleener was President of the St. Louis Shoe Mirs, Assn.

duction and estimate that cattle and calf slaughter will drop almost five percent from 1948, but if any liquidation occurs, the kill could be as high as in the past year.

"Various causes have been responsible for the reduced slaughter of bovines in recent years, the most important being the decline in livestock numbers. Our cattle population peak was reached at the close of 1944 when we had some 85.6 million head. Constant reductions have since been recorded, and I estimate the total as of today at only slightly more than 77 million head."

Schnitzer estimated a further 10 percent drop in domestic sheep and lamb slaughter during the year. He foresaw a need for greater imports of foreign hides and skins and said that we should be able to equal last year's imports.

"Argentina, for example, now has a strict embargo on the export of hides, but this is only temporary and will be ended in the near future," he said. "Dollar shortages abroad should continue to encourage movement of foreign hides and skins to the U. S."

Leather Uncertain

"So uncertain is the outlook for leather at this time that I am very reluctant to make any prediction of the trade results for 1949. It is well known that substitutes made greater inroads during 1948 than in any previous year. I am convinced that most consumers still prefer leather, if the price differential between it and the substitute is not too great, and sample surveys have proved this fact.

"It is my opinion that if raw material prices level off sufficiently in 1949 to permit lower leather quotations, sales will be greater than in the past year. If prices remain at present levels, sales will be no greater than during 1948... consuming industries have become more and more insistent upon lower prices while raw materials and labor costs continue too high to permit meeting the demands of the buyers."

Schnitzer stressed the fact that 1948 shoe inventories, though higher than in the previous five years, were still smaller than year-end stocks in the immediate prewar period. "These stocks are well distributed and do not now offer any very serious problem,"

He also said that reported large supplies of hides and skins on hand in Europe were grossly exaggerated and present indications point to lower ECA purchases during 1949.

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Navy Re-Opens Bidding On 700,000 Prs.Oxfords

Original bid postponed to give smaller manufacturers break. New invitation breaks total quantity into 10,000 pair lots.

Bidding on a Navy order for 700,000 pairs of enlisted men's low black leather shoes, postponed last week after smaller shoe manufacturers had protested against huge quantity bidding, has been reopened, the New York Navy Purchasing Office announced this week.

The Navy Department cancelled all bids on Invitation No. 3980 on Jan. 3 after the Brockton Committee for Economic Development aided by New England officials filed complaints against the existing bid setup. The CED cited the difficulty experienced by smaller manufacturers in bidding competitively on present shoe invites and petitioned the Joint Committee of House and Senate on the Armed Forces to allocate shoe orders directly or negotiate bids.

Representative Richard B. Wigglesworth (Mass.) told the CED that the original bids would be posted and the 700,000 order be broken up into smaller lots. He indicated that the Joint Committee was considering allocation of certain Navy orders to small manufacturers.

The new order, issued on Jan. 6, is listed as Invitation No. 4092, calls for the original pairage of 700,000 pairs but specifies that bidding shall

be made on 10,000 pairs up. Lot 1 for delivery to the Naval Clothing Depot, Brooklyn, N. Y.. calls for a total quantity of 490,000 pairs with bids beginning at 10,000 pairs and increasing to total pairage. Lot 2 for delivery to the Naval Supply Center at Oakland, Cal., covers the remaining 210,000 pairs in lots of 10,000 pairs up. Delivery is to be made during Feb., March and April, 1949, in lots not less than 10,000 pairs per month.

Considerable changes have been made in shoe specifications, according to the new invitation. Bids will be opened publicly in New York City at 10:00 a.m., Jan. 21.

Invitation to bid on 150,750 pairs of shoe lasts was issued by the Navy Purchasing Office under Invitation No. 4086. Delivery is scheduled to the Brooklyn Naval Clothing Depot at 1/3 monthly during Feb., March and April and bids were to be opened Jan. 13 in New York.

The Navy also announced award on Invitation No. 3828 covering 50 doppiers of women's overshoes to Bristol Mfg. Corp., Bristol. R, I. Award was made on the basis of \$1.03 per pair bid by the company.



judges inspect array of pullovers created by Washington University Art School Class in Shoe Design for Kline's Fashion Show in St. Louis. Left to right: Paul Mutschnick and Bill Soukup, Boyd-Welsh, Inc.; Tom Gorgas, Brauer Bros. Shoe Co.; Julian G. Samuels, St., Samuels Shoe Co., chairman of the School of Design Committee; Hugh Crull and Betty Jones, International Shoe Co.; and Edward Samuels, Samuels Shoe Co.

USMC Lays Off 250 Men

Close to 250 employes of United Shoe Machinery Corp.'s main plant in Beverly, Mass, will be laid off within the next three weeks. USMC officials say the lay-off was due to resumption of normal production schedules. All postwar machinery requirements have been filled.

The lay-off affects only workers hired during and after the war to meet heavy war production and post-

war demands.

QM Hides Award

The New York Quartemaster Purchasing Office has announced the following awards on QM-30-280-49-637 covering green salted kipskins and calfskins: 50 kipskins NLT at \$1125 to Herman Hollander, Inc., New York City and 40 calfskins NLT at 64 cents per lb. to John Andresen & Co., New York City. The procurement is for government and relief in occupied Japan.

QM Asks Boot & Shoe Bids

The New York Quartermaster Purchasing Office has issued QM-30-280-49-749 calling for bids on 3200 pairs of russet combat boots and 1000 pairs of Type II composition sole shoes.

The service shoes specified in item 2 are to be delivered 45 days after date of award to the Eglin Air Force Base, Fla., as are 200 pairs of boots listed under item lb. Remaining 3000 pairs of boots are to be delivered to the contractor's shipping point, also 45 days after date of award. Boots and shoes are to be made on newly modified Munson Lasts.

Bids will be opened publicly in New York at 3:00 p.m., Jan. 18.

Hinson Named President St. Louis Pattern Assn.

Members of the newly-formed St. Louis Shoe Pattern Assn. have elected William Hinson of Browne-Tilt. Inc., as their first president. The association was recently established by pattern manufacturers in the St. Louis area in order to maintain trade standards.

Other officers are: George B. Foster, George B. Foster Co., vice president: and Ernest Hertzog, Amity Pattern Co., secretary, Hinson, Foster and W. H. Jones of the Amity Pattern Co. are directors along with Harold Woeben, Woeben-Sehl Pattern Co.; and Frank Winter, Conaway-Winter, Inc. Atty. David Millar is counsel.

Shoe Markups Too High Tobin Tells NESLA Meeting

Secretary of Labor Maurice J. Tobin, featured guest speaker at the 80th Annual Banquet of the New England Shoe and Leather Assn. this week, told 1,000 shoe men that markups on shoes were too high.

"Percentage markup has been maintained by manufacturers and makes costs of shoes to retailers unjustly high," he said. "If shoe prices were reduced all along the line from producer to retailer, greater profits for industry and more work for employe-producer-consumer would result."

He further said that if the minimum 75 cents per hour wage passes, per capita worker shoe consumption will rise from three to three and onehalf pairs. At a press conference, Secretary Tobin urged that the CIO and AFL should unite into one union for lasting peace.

In an address to the group, President Daniel J. Danahy urged manufacturers to cut costs to the bone to maintain volume business.

Executive Secretary Maxwell Field, was awarded a plaque for ten years of service to the New England organization.

In the election of officers, Frank S. Shapiro, of Consolidated National Shoe Corp., was named new president. Vice presidents are: J. F. McElwain, J. F. McElwain Co.; Paul O. MacBride, Milford Shoe Co.; E. J. McCarthy, A. G. Walton & Co. A. W. Berkowitz, Bouque Shoe Co., was named treasurer.

New directors named to replace those whose four year terms were completed are: John E. Foote, John Foote Shoe Co.; Joseph S. Lanigan, J. Greenebaum Tanning Co.; Saul L. Katz. Hubbard Shoe Co.; Paul Kleven, Klev-Bro Shoe Co.; James J. Molloy, Merrimack Shoe Mfg. Co.; G. Elliott Stickney, Holmes, Stickney, Inc.; and Theodore L. Tewksbury, Northwestern Leather Co.

Last Bids Opened

Woodward & Wright Co., were low bidders at \$3.08 per pair on bids opened this week by the Navy Purchasing Office, New York for 150,750 pairs of shoe lasts on invitation No. 4086.

The low-bidding firm offered 15075 at the above price. Other bidders included: Leader Last Co., 5500 at 83.51: George Belcher, 15,000 at 83.526; Western Last Co., 10000 at 83.54: United Last Co., 36000 at 83.44: Vulcan Last Co., 25125 at 83.44: Jones & Vining, 20000 at 83.47; Sterling Last Co., 15000 at 83.52; Morton Last Co., 18000 at 83.39; and Arnold Bros. 18000 at 83.39.

PPSSA Applications To Be Mailed In Feb.

Official applications for display space at the Popular Price Shoe Show of America, scheduled for the Hotel New Yorker, New York City. May 23-26, will be mailed to all shoe manufacturers the first week in Feb., Maxwell Field and Edward Atkins. co-managers of the show, announced this week.

"Dozens of requests for rooms have already been received, but exhibit space will not be allocated until the official applications are filled in and returned by the prospective exhibitors," the co-managers stated, "Space will then be assigned strictly in order of receipt of applications,"

The show is under the joint sponsorship of the National Assn. of Shoe Chain Stores and the New England Shoe and Leather Assn.

New Safety Tread Mfr.

New Products, Inc., a new firm with capitalization of \$20,000, has been formed in Schnectady, N. Y., to manufacture a non-slip rubber tread for safety footwear. The tread which will be marketed as "Tigerfoot" was perfected by Edwin C. Forsythe, safety coordinator in the New York State safety division.

According to Forsythe, who is also a director of the Schenectady Safety Council, the tread will be used in footwear for crippled persons as well as in shoes for both home and industrial use. It was designed to prevent falls and accidents while walking on slippery surfaces.

"Tigerfoot" will be manufactured in Johnston, N. Y., and handled in Schenectady. Officers of the firm in addition to president Forsythe are Wilbur C. Rice, secretary-treasurer; and Arthur S. Golden.



One of the outstanding Boardwalk windows on display at the recent Du Pont exhibit in Atlantic City featured shoes made of Burk Bros., Phila., Pa., leathers. Shoes for all the family, for all walks of life, and for all occasions drew much comment. Burk kidskin, kip and elk were shown in a variety of men's, women's and children's shoes fashioned by the country's leading manufacturers.

NESFSA Holds Banquet

More than 1400 members and guests of the New England Shoe Foremen's & Superintendents' Assn. crowded into the Imperial Ballroom of Boston's Hotel Statler on Saturday evening, Jan. 8, for the association's fifth annual banquet.

President Henry Meirs was on hand to welcome invited guests including many shoe manufacturers and leading suppliers of leather and shoe materials. Also present were the following officers of the New York Superintendents' and Foremen's Assn.: Frank Melchore, president-elect: M. Pisano, past president; Joe Welch, secretary: Lawrence Engel, Joe Goldsmith and Harry Levy.

The program consisting of a banquet and entertainment was under the direction of Chester Rodenbush and Samuel Miller.

Conrad Shoe Closes; Plant Shutdowns Continue

Conrad Shoe Co., one of the oldest shoe firms in the North Abington. Mass., district, has discontinued operations and more that 300 employes have been thrown out of jobs. Atty. Albert C. Doyle, representing the company, blamed high manufacturing costs which had put the company in a hopeless competitive position.

The firm was known as an outstanding manufacturer of stylish men's shoes retailing from \$12 to \$17.

In a note to employes, David Quigley, president, asked that they "seek employment elsewhere" and gave no reason for the shutdown. It was reported, however that the firm had a bad year financially during 1948 and saw no possibility of continuing operations at the present time.

Conrad Shoe has been occupying the former L. A. Crossett Shoe plant together with various leather companies and the Mosher Moccasin Co. No mention was made concerning disposition of the building.

Further closings and liquidations are reported by the Richard Greene Shoe Co., Brooklyn, N. Y., and Empire Shoe Co., Lynn, Mass.

A meeting of creditors of Jack Greene trading as Greene Shoe Co. was held in Brooklyn last week and a \$500 indemnity was posted. Greene announced that the plant was to be closed and another meeting was scheduled for Jan. 12.

The Empire Shoe Co. has announced that it is discontinuing



WILTON L. HAWES

tetring Supt. and Director of the Stetson Shoe Co., Inc., South Weymouth, Mass., who was honored recently at a company banquet given in the firm's offices with president Stanley Heald as toastmaster. Seventy guests were present including tellow-workers, retired employees and business triends. Hawes joined the Stetson Shoe Co. in 1888, three years after the firm was founded and has served as foreman, buyer of leather and findings and general superintendent during his 60 years with the firm. He has been a director since 1915.

operations and Mabelle Lee has been appointed to liquidate assets and distribute proceeds. Notices to this effect were sent to creditors of the firm by the Tanners' Council Associates.

Rubber Firms Cut Hours, Staff: Blame Mild Winter

The absence of heavy snows and icy streets in many sections during the early part of this winter hasn't brought cheers and rejoicing to the rubber footwear industry. Two of the nation's largest, the U. S. Rubber Co. and Hood Rubber Co., are cutting production while bewailing the balmy weather enjoyed by most of the country during Nov. and Dec.

Hood Rubber Co., a Boston subsidiary of B. F. Goodrich Co., has reduced employment by 10 percent and officials say that the company will lay off some 800 probationary workers by the end of the month. The latter are completing a six month's training period before becoming permanent employes.

Company spokesmen say retailer orders which generally pick up after Thanksgiving in the west and after Christmas in the east have been conspicuously absent. They expect the firm's employment level to revert back to the 6800 worker total of last lune.

At Naugatauk, Conn., U. S. Rubber Co.'s footwear division has announced a cut, effective Jan. 22, from a 46 to 40-hour work week. The shortened work week will affect workers at the Beacon Falls plant as well, thus reducing the pay envelopes of 4000 of the company's 5000 employes.

W. E. Bittle, Naugatauk factory manager, reported an ample supply of rubber footwear on hand. "This has been lousy weather from our point of view," he declared. "The past three days out in Chicago have been just like Florida."

Dr. Lewis Awarded AIC 1949 Gold Medal

Dr. Warren K. Lewis, emeritus professor of chemical engineering at the Mass. Institute of Technology, Cambridge, Mass., has been unanimously selected to receive the 1949 gold medal of the American Institute of Chemists. Presentation of the medal will be made at the annual meeting of the Institute to be held May 6-7 in Chicago.

Dr. Lewis is noted for his contribution to research, particularly in the fields of leather and petroleum manufacture. Born in Laurel, Delaware, in 1882, he graduated from M.I.T. in 1905 and was appointed a professor there in 1914, serving as head of the Department of Chemical Engineering from 1920-1929. He has written numerous articles on chemical engineering and, together with Professor W. H. McAdams of M.I.T., authored "principles of Chemical Engineering", one of the most important textbooks in its field.

During World War II, he handled all administrative work in connection with war research projects in the Dept. of Chemical Engineering at M.I.T., and was consultant with the National Defense Research Committee of the Office of Scientific Research and Development, He was awarded the President's Medal for Merit in Feb., 1948.

B. F. Goodrich Making Crepe Soles

The B. F. Goodrich Co., Akron, O., has entered the crepe sole and heel business, according to an announcement made this week by Fred A. Lang, general manager of the firm's Shoe Products Division.

IN '49

BE KIND TO YOUR CUSTOMERS' FEET

THEY'RE ASKING FOR

MORE





RICHARD YOUNG COMPANY



COMPANY

'48 Hides Trading Up 49.9%

Commodity Exchange prexy reports on persistent raw materials shortage and futures market distortion.

Trading in hides during the year ended Nov. 30, 1948, continued the upward swing shown since post-war resumption of future market activity in Nov., 1946, Edward L. McKendrew, president of the Commodity Exchange, Inc., revealed in his annual report made public this week by the Exchange's board of governors.

Total hides transactions in the 12 months increased 42.9 percent over the previous year's volume while the gain in rubber futures trading was "well over 100 percent." McKendrew reported.

The end of 1948 was marked by a persistence of shortages in many raw materials and the continuance of prices for nearby delivery of commodity futures at levels above those for distant deliveries. "This latter condition," McKendrew said, "constituted a futures market distortion that complicated and rendered the practice of hedging more difficult."

The Exchange leader said that the hides futures trading gain was tied up with important changes in the nation's hide economy. In 1947, unusually high slaughter reduced the American cattle population to 78,564,000 head, marking the third consecutive annual decline from the all-time peak of 85,573,000 head reported Jan, 1, 1945.

Maintaining that this was the sharpest three-year decline in herds since the forced cattle slaughter period of 1934-37. McKendrew added that cattle slaughter during the year declined substantially despite continued high beef prices.

Against this picture of compara-

tively shortened supply of domestic hides, "leather out-turn by American industry continued at high level and shoe production of the nation actually surpassed the high figure of the previous 12 month period," McKendrew declared.

"These changed conditions resulted in the U.S. again becoming a net hide importing nation in contrast with a slight national export surplus achieved in 1947." he said.

During the year, trade turned with increased interest to the hide situation in Argentina where sudden shift in government policy regarding hides unsettled the domestic market several times.

Assets of the Exchange were reported at \$1,237,549 as against \$1,193,846 for the previous year. Of this year's assets, a total of \$979,878 consists of cash and investments in government bonds.

Leather Importer Arrested as Dope Peddler

New York narcotics squad agents last week arrested Ralph E. Jiminez, rich leather and sugar importer, shortly after detectives had seized \$1 million worth of opium and heroin aboard a small French freighter. Jiminez was described by police as "the biggest dope peddler in the country" and a "pal" of Charles "Lucky" Luciano, deported vice head.

Jiminez had been arrested in Miami, Fla, on New Year's Eve when he flew in from Lima, Peru, allegedly wearing a money belt containing 2½ lbs. of heroin. Police say that after his release on \$5000 bail, he returned to Peru after another load. He was arrested in New York City after another flight from Peru and charged with illegal possession of \$80.000 worth of cocaine.

IFLWU Caravan Hits Snag

Travelling shows from carnivals to circuses have long been popular with American audiences. Children and grown-ups alike, especially in smaller U. S. towns, are quick to answer the call of the itinerant show. Yet officials of the International Fur & Leather Workers Union, CIO, found recently that such shows can prove highly unpopular—especially when used for purposes of propaganda rather than entertainment.

"Union Caravan", a travelling unit sponsored by the IFLWU, was booked solid in towns where union locals flourished. The show featured songs, skits and little talks. The latter were given to a background of soft, sentimental music. Audience reaction was swift.

At St. Mary's, Pa., where "Union Caravan played Sunday night, Dec. 26, townspeople gathered in the local high school auditorium to view the fun. When they heard songs, skits and little talks ridiculing the American way of life, they grew restive, finally left in droves. Next day, Jack O'Brien, editor of St. Marys' Daily Press received a stack of letters protesting against the performance.

Result: the Daily Press published an editorial and letters attacking "the smooth, slick way in which young leftists sell their propaganda," townspeople made it clear they wanted no encore, and a performance of "Union Caravan" scheduled for Ridgway, Pa. on the following Thursday was cancelled by the local union.

Shoe and Slipper Production By Types: October, 1948

| | | All-leathe thousands | | | Part-leather uppers (thousands of pairs) | | | Non-leather uppers (thousands of pairs) | | | | |
|-----------------------------------|-----------------|-------------------------|---|-----------------------------------|---|------------------|---|--|--------------|---------------|---|----------------------------------|
| Kind of footwear Total | Total | Leather soles | Rubber or rubber compo- sition soles | Other non- leather soles | Total | Leather soles | Rubber or rubber compo- sition soles | Other non- leather soles | Total | Leather soles | Rubber or rubber compo- sition soles | Other non leather soles |
| Shoes and Slippers39,014 Men's | 33,876 9,914 | 22,442 6,457 | 10,853 3,353 | 581 104 | 846 102 | 406 60 | 204 37 | 236 | 4,292 324 | 1,989 161 | 931 31 | 1,372 132 |
| Youths' and boys' 1,724 | 1.688 | 292 | 1.384 | 12 | 10 | 1 | 9 | | 26 | 9 | 2 | 15 |
| Women's | 15,150 | 10,670 | 4,160 | 320 | 550 | 312 | 18 | 220 | 3,112 | 1,526 | 787 | 799 |
| Misses' 2,583 | 2,234 | 1.029 | 1,121 | 84 | 146 | 6 | 130 | 10 | 203 | 80 | 61 | 62 |
| Children's 2,343 | 2,022 | 1,238 | 739 | 45 | 16 | 5 | 10 | 1 | 305 | 118 | 30 | 157 |
| Infants' 1,914 | 1,756 | 1,670 | 86 | *** | 16 | 16 | | | 142 | 82 | 17 | 43 |
| Babies' 1,298 | 1,112 | 1,086 | 10 | 16 | 6 | 6 | | | 180 | 13 | 3 | 164 |



Portsmouth Shoe Firms See Good Year Ahead in '49

Leaders in the Portsmouth, O., shoe industry and its allied branches are highly optimistic about prospects for the coming year. A LEATHER AND SHOES survey shows that most shoe manufacturers in the area feel that production and employment will stabilize during 1949 while shoe firms re-adjust themselves to consumer demands for higher quality shoes at lower prices.

Officials of Selby Shoe Co. look

Officials of Selby Shoe Co. look forward to a "reasonably satisfactory year" despite the fact that Portsmouth manufacturers expect price competition which began in 1948 to grow even keener in 1949. Selby president, N. B. Griffin, feels that 1949 will see as many shoes produced as were in 1948.

"After seven years of virtually continuous production, the Selby Shoe Co. and its employes experienced slack time during 1948 in common with the majority of the industry," Griffin reported. "During 1948 there was marked price resistance. The loss of volume among the higher-priced lines was much greater than among those factories which made medium-and low-priced shoes."

Griffin points out that consumers demanded better shoes during the year. During the war, these same consumers were "glad to get any kind of shoes." For 1949, Griffin predicts more pressure to reduce prices and a consuming public more insistent on good shoe values.

"The Selby Shoe Co. is adjusting

itself to the present demands by making more of the types of, shoes which are now popular and feels that since it has a strong sales force, a fine organization of executives and workers, and more customers than before the war, the company and its employes can look forward to a reasonably satisfactory year, Griffin said.

Williams Mfg. Co.

Forest L. Williams, president of Williams Mfg. Co., reports that the firm made more shoes during 1948 than at any time in its history.

"We have been fortunate in having continuous employment for all of our group with virtually no slack time," said Williams. "The industry is as competitive today as it ever was prior to the war. There is enough production capacity in the country to make 25 to 30 percent more shoes than we have ever consumed."

During 1948 the firm, which specializes in low-and medium priced women's and children's shoes, completed an addition to its large plant and increased production and employment about 20 percent. No immediate expansion is contemplated for the year in prospect.

Schroeder Shoe Co.

Youngest of the larger Portsmouth shoe manufacturers is the Schroeder Shoe Co. which is rapidly expanding. John Schroeder, head of the firm, reports that he is completing arrangements to increase the

plants employment roster from 115 to 150 employes.

Schroeder likes to recall the company's birth just two years ago when it began operations with "just a handful of employes." "Our production was limited to women's slippers alone," he muses. "Today we've expanded so much that we had to take over three floors of an adjoining building."

Schroeder hopes to increase the firm's daily production of women's casual shoes during 1949 from 700 to 1000 pairs.

Vulcan Corp.

Production in the wood heel department of the Vulcan Corp.'s Portsmouth plant held the same level in 1948 as in the previous year while the last division showed an increase over 1947, company officials say.

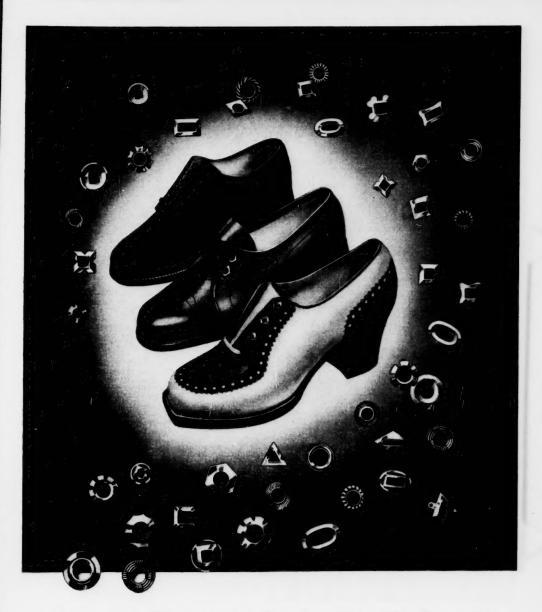
During the coming year, the production curve at Vulcan is expected to follow fairly closely the volume of local shoe output. Vulcan's wood heel division employs 225 workers while the last division employs 100.

Vulcan is one of the largest enterprises of its kind in the country with plants at Johnson City, N. Y.; St. Louis, Mo.: Brockton, Mass.; Rochester, N. Y.: Antigo, Wis.; Teutopolis, Ill.; and Donken, Mich. The firm has acquired more than 30,000 acres of virgin lumber since 1943 and is now the second largest owner of timber in Michigan's upper peninsula.

Acquisition of the timberland, the management points out, provides "definite security" to company employes, since Vulcan plants have not lacked for materials, even during wartime wood shortages.



The first shoe industry task group to meet with the National Security Resources Board in Washington, called as consultants to develop the most efficient methods of mobilization in the event of an emergency. Lett to right are: A. C. Jackson, Arnold Bros. Co., East Weymouth, Mass.; L. B. Sheppard, Hanover Shoe Co., Inc., H. nover, Pa.; Joseph W. Byron, director of NSRB's shoes and leather Wisiston; Verne Power, Montgomery Ward & Co., New York City; Warren Combs, United Shoe Machinery Corp., Boston; Edgar Rand, International Shoe Co., St. Louis; and R. C. Erb, J. F. McElwain Co., Nashua, N. H.



Here are 43 ways to lend a New Style note

United Fancy Eyelets can be the "tremendous trifles" that lift a shoe out of the commonplace and provide a smart accessory at relatively low cost. Eyelets like these can be the minor change that makes a major difference in appearance . . . and sales.

Any of these novelty designs can be provided in brass, nickel, copper or colored finishes. Actual sizes are shown. Your eyelet machinery can be modified readily to feed any style. Ask the United Representative about these and other eyelets for special uses.

United Shoe Machinery Corporation BOSTON, MASSACHUSETTS

SPOT News

Massachusetts

- Edward Fields, president of Fields Footwear, Inc., Milford, has announced that the firm will soon move to larger quarters. Production of women's shoes at the present location has ceased and equipment is being prepared for moving. Field did not disclose where the new plant will be located.
- The Haverhill Chamber of Commerce has answered a New York shoe firm's plea for a New England shoe factory. Harry E. Adams, field representative, has contacted the Atlas Advertising Agency of New York which inserted an ad in a Boston newspaper requesting factory space. The New York company is seeking a factory making women's shoes with production capacity of 50 to 60 cases per day.
- A four-month jail sentence recently imposed on Harry Weinstein, president and treasurer of Weinstein Shoe Corp., Lynn, for income tax evasion was suspended by Judge Francis J. W. Ford "because of his age and voluntary disclosure of the case."
- John P. Sullivan, formerly with the John A. Frye Co., Marlboro, is now in charge of the cutting department of the American Maid Footwear Co., Northhampton.
- John McGrath, ex of the Dan Danahy Shoe Co., Marlboro, is in charge of the Treeing and Packing Dept. of John A. Frye Shoe Co., Marlboro.
- Auerbach Shoe Co., Boston, has begun production of juvenile shoes at a plant in Norway, Me.
- The following changes in sales personnel have been announced by Hood Rubber Co., Cambridge, a division of B. F. Goodrich: Carl W. Karshik has been appointed New England district manager of Goodrich footwear sales following the retirement of W. E. Hawkins, veteran of 34 years in sales. D. M. Buchanan has been assigned to the Washington, D. C. area as sales representative for the Hood division, replacing N. C. Bobbitt, retired. John J. Tardiff is now manager of BFG footwear sales in Detroit and Phillip H. Cresswell will handle sales in the "loop" section of Chicago, succeeding Sam E. Endress, retiring after 37 years with the firm. R. F. Larson will handle sales in the Seattle area.

New Hampshire

• Fleisher Shoe Co., Manchester, celebrated its 20th anniversary in business during Dec., 1948. Elliott and Kolman Fleisher opened the factory in 1928 and are still operating the firm.

Maine

• Penobscot Shoe Co., Old Town, has purchased additional land and buildings in the town at a cost of approximately \$12,000.

Vermont

 Recent floods in New England broke through the dam at North Pownal and swept away a new section of the Pownal Tanning Co. Some equipment was lost but the plant has resumed operations.

New York

- Eastern Footwear Corp., New York, is reported to have completed arrangements to fund its liabilities of \$880,000 and the greater majority of creditors with claims over \$500 have agreed to subordinate claims under previous arrangements. According to Dominick Calderazzo, president, the firm will be operating at capacity within the next few days.
- The bulk of the \$2 million estate of George F. Johnson, co-founder of Endicott-Johnson Shoe Corp., Endicott, N. Y., who died Nov. 28, will go to his daughter, Mrs. Lloyd E. Sweet of Binghamton. Johnson held 72,000 shares of stock, the largest single block of stock in the company.
- Adirondack Footwear Co., an assumed-name industry operated for the past two years at Constable near Malone by Driscoll and Coville, will move to larger plant and office head-quarters in Antwerp. Antwerp citizens subscribed to a \$15,000 block of company stock in order to bring the firm, manufacturing moccasin, loafer type and other soft shoes, to their town. The company plans to incorporate with \$50,000 capitalization and will employ up to 80 workers while adding new lines of footwear and leather products.
- Fritz Goldmann, formerly with R. Neumann & Co. Hoboken, N. J. as head of their foreign department, has become associated with R. & A. Kohnstamm, Ltd. of London, in their New York office. The latter firm's leathers are distributed in the U.S. through Dreher Leather Mfg. Corp., of New York

New Jersey

 James Dixon has been appointed manager of the Dyestuff Dept. of the Philadelphia branch of Calco Division, American Cyanamid Co., Bound Brook, N. J. Dixon came to Calco in 1920 and opened the firm's first Philadelphia office in 1921.

Pennsylvania

• C. F. Hawker has been elected a director of Armstrong Cork Co., Lancaster, succeeding F. L. Suter who resigned. The latter retired as first vice president of the company after serving with the firm for more than 45 years. Hawker has been vice president in charge of manufacturing since 1944.

Coming IEVIENITS

Jan. 10-14, 1949—Warm Weather Opening, Guild of Better Shoe Manufacturers, New York City.

Jan. 22-26, 1949—Middle Atlantic Shoe Retailers Assn. Shoe Show, Benjamin Franklin Hotel, Philadelphia.

Jan. 29-Feb. 1, 1949—Mid-Season Shoe Show, Pennsylvania Shoe Travelers Assn., Hotel William Penn, Pittsburgh, Pa.

Jan. 31-Feb. 3, 1949—Personal Leather Goods Show, Luggage and Leather Goods Mfrs. of America, Inc., Congress Hotel, Chicago, Ill.

March 6-9, 1949—Allied Shoe Products and Style Exhibit, Hotel Belmont Plaza, New York City.

March 8-9, 1949—Official Opening of American Leathers for fall, Waldorf-Astoria, New York City.

April 3, 1949—Shoe Mfrs. Fall Opening, Eugene A. Richardson Associates, Hotel New Yorker, New York City.

April 27-30, 1949—St. Louis Shoe Show, St. Louis Shoe Mfrs. Assn., Hotel Statler and other hotels, St. Louis, Mo.

May 1-4, 1949—Advance Fall Showing, Southeastern Shoe Travelers, Inc., Sheraton Bon Air Hotel, Augusta, Ga.

May 8-11, 1949—Fall Shoe Show, Southwestern Shoe Travelers Assn.. Adolphus Baker and Southland Hotels, Dallas, Texas.

May 21-28, 1949-24th annual National Foot Health Week, National Foot Health Council.

May 23-24—National Hide Assn. Annual meeting, Brown Hotel, Louisville, Ky.

May 23-26-Popular Price Show of America, Hotel New Yorker, New York. Sponsored by the National Assn. of Shoe Chain Stores and the New England Shoe and Leather Assn.

June 22-24-ALCA Convention Spring Lake, N. J.

Sept., 1949—Child Foot Health Month, National Foot Health Council.

Oct. 31-Nov. 3, 1949-National Shoe Fair, Chicago, Ill.

Nov. 6-9, 1949—Advance Spring Showing, Southeastern Shoe Travelers, Inc., Sheraton Bon Air Hotel, Augusta, Ga.



A CASE STUDY

Excellent Labor-Management Relations

A shoe industry firm is selected as a national model of how labor-management relations can operate smoothly and prosperously for both sides.

Every firm has its own ideas of how labor-management relations should be conducted. Some have failed completely. Many, perhaps most, function with a degree of tension and mutually militant guarding. Only a relatively few may be regarded as genuinely successful, not merely in terms of smooth relations but in results terminating in progressively prosperous conditions for both sides.

Of these few in the shoe and leather industry, the Dewey & Almy Chemical Company has been selected by the National Planning Association, an experienced and impartial labor-management relations study organization, as one of the nation's outstanding models.

Paternalism to Maturity

Labor and management at Dewey & Almy (this firm manufactures solvent shoe cements, and a variety of fabricated shoe products such as insoles, counters, sock linings, welting, etc.) arrived at their present excellent relations after ironing out many mistakes over a period of years.

At first, when the workers at the firm were organized in 1939, labor relations consisted wholly of paternalism. Because this method proved wholly unsatisfactory for both sides, it was eventually discarded, replaced by the more satisfactory medium of collective bargaining. Paternalism as an instrument of labor-management relations, the National Planning Association states in its report, has failed wherever it has been used. It is an "unbalanced" relationship, sort of father-to-son, which

impedes the maturing of both labor and management in their dealings with each other.

During the nine-year record of collective bargaining at Dewey & Almy there has been only one work stoppage-and this involved only 12 workers for two days. Only two issues have gone to arbitration, and only once has a federal conciliator been called in. That is an impressive record. Much of the credit belongs to Bradley Dewey, president of the firm, whose progressive and receptive attitude toward labor and labor relations from the initial stages created the basic conditions necessary to the development of today's excellent relations. Credit. too, goes to intelligent and cooperative union leadership, and to the group of management officials who helped mold efficient order out of a nebulous and difficult beginning.

The Results

There are concrete and plausible reasons behind the healthy, peaceful conditions at Dewey & Almy. Such conditions have not been achieved through any submission of either side, nor of militancy on the part of the union. Almost from the start, top management accepted the union, demonstrated a sincere desire to make the relationship cooperative. There was no necessity for the union to take militant tactics for recognition-and hence, unlike so many other firms, no bitter "hangovers" exist. Again, both exist. Again, both management and the union have developed competency and skill in their relations, and both exhibit a

wholesome sense of responsibility for their duties. There is also an effective exchange of communications between the union and management, to keep each other informed on policies and plans. Altogether, it is not so much a case of what the company and the union have achieved, as the manner in which they arrived at the present healthy relationship.

It is largely a case of attitude. Management fully accepts the union and the process of collective bar-gaining. The union in turn fully accepts private ownership and managerial direction. The union is strong, responsible and democratic. There is a strong link of trust between both parties, eliminating, except in rare instances, the necessity of legal talent in bargaining procedure, or a legal approach to problems. Because of the mutual trust. most negotiations are concentrated on solving concrete problems rather than defining abstract principles. Management consults the union and encourages its participation in the making of important decisions. And the line management organization. right down through the foremen. accepts full responsibility for industrial relations.

Development

Dewey & Almy is an "average" size industrial firm, employs about 1500 workers, has operated since 1919 with steady though not spectacular growth. The company pays wages and salaries and provides benefits for its employes above the average of the industries to which

it belongs (shoe, textile, chemical, etc.). It has been able to do this without impingement on its financial stability and progress. And its stockholders are firmly behind the company's progressive labor policies.

The local is a member of the International Chemical Workers, AFL. It operates under a union shop provision. In the development of many union-management relations. the first stage is usually a militant one, the union fighting for existence or recognition, while management. to some degree, resists. The union at Dewey & Almy, however, met no such resistant attitude, no antagonism. Not merely were they accepted by top management, but were aided and encouraged. As a result, no militancy was required-and there has been no ill feeling or distrust stemming from such a situation, as affects so many companies and unions that have been forced to go through the militant stage.

Rather, the union and the company proceeded to the next stage, administration, wherein policies and procedures were worked out. Here, on the basis of mutual trust, were developed the business-like attitudes and responsibility. This second stage held the center for the first few years. From there they moved into the third and "final" stage—both parties working together to improve the competitive position of the company, secure the success and future of the business. and plant the seeds of improved conditions and prosperity for workers. management and stockholders.

Early Pangs

Union-management relations here were not always smooth. There were growing pains and the natural childhood diseases. The first relationship was one of paternalism. Mr. Dewey was eager to improve working conditions and wages. Rela-tionship was chiefly and almost wholly between Mr. Dewey and the union, with the rest of management excluded. When Mr. Dewey was called into wartime service in Washington, management's responsibility in union dealings was alloted to a specially appointed personnel director. Because most of the other executives were excluded from active participation in union-management decisions and plans, resentment increased and tension grew. They felt that they were emasculated of authority and responsibility in dealing with the union in their specific departments.

This difficulty was not altered overnight, but gradually. Eventually, however, all managerial executives were brought in to participate in union-management relations, and the personnel director was delegated to a more specific task. That is, managing personnel was not to be considered synonymous with industrial relations which involved a larger scope.

The fact that the employes voted to unionize (prior to 1939 it was a non-union shop) at first met with various reactions from company executives. Some favored anti-union action; others wanted to give the employes a wage raise in hope of using this as an instrument to forestall or prevent unionization. Others were outrightly in favor of recognizing the union. The company president was surprised that his employes had voted to unionize-surprised and hurt in the face of his previous efforts to treat them so well. But, being liberal-minded and realistic, he accepted the decision and geared to cooperate.

The relationship between the company president and the head of the local union was excellent to begin with, for there was a mutual trust, ability and sincerity on both sides. Moreover, it was obvious that the human element would be a vital consideration in all negotiations-that is, full consideration for human as well as material problems. This mutual "faith" was perhaps the most significant single factor responsible for the healthy relationship between company and union that was to develop. Because both sides could deal with each other in good faith, the necessity for the presence of lawyers during negotiations was-and continues to be-reduced to the barest minimum.

Negotiations

At first, management was critical of the union's lack of "business-like" approach in negotiations. Union officials were not given authority by the union members to bind the union without first consulting the membership. They were authorized only to make demands, then return to the membership after negotiating with company officials, to have the terms, one by one, rejected or accepted. As a result, the membership would accept only the favorable (to them) terms, and reject all others. Bargaining, therefore, was all one-sided, a farce.

Management patiently showed the union that collective bargaining is a matter of reaching workable and satisfactory compromises, with give and take on both sides. The union gradually recognized this, and the elected union officials were given authority to bind the membership in union-company negotiations on the fair-compromise basis. Concessions have gained an increasingly mutual value on the basis of this give-and-take approach.

Another aspect of the businesslike development in negotiations is that the union's demands-originally more emotional than practicable -are now based on facts and evidence. The paternalistic approach of "do it because it will make us happy" is gone. Now the union makes its demands on grounds of proved needs and rights based on supporting evidence and facts. If their demands cannot be so supported, the demands are not met. And likewise with management. Each side must present a sound case. Relations have thus arrived at a level of realistic and fair collective bargaining exclusive of emotional or personal values. Most significant, negotiations are almost always terminated with mutual good feeling because the negotiations are entered into and conducted in an aura of good faith.

Agreements at Work

At first, only top management was responsible for administering the terms of each negotiated agreement. Such lower levels of management as foremen and superintendents did not actively participate. Moreover, the latter group as a group did not have the skill or experience in managing people on the basis of contracted agreements. Thus, terms made by top management and the union could be-and sometimes were-nullified or harmed by poor administration of the terms at the lower executive levels where these terms came into active play. As a result, employes and company officials were at odds despite favorable terms made at the bargaining

It was here that a "training program" was set up for foremen and other lower-level executives, to develop leadership qualities and skill in carrying out union-company terms. The foremen's responsibilities and authority were clearly defined. They acquired a sense of responsible participation. And gradually the over-all situation improved, has continued to improve as all levels of

(Continued on page 26)



You can be confident that a properly finished shoe will retain its eye-appeal... as it begins its journey to the shoe store... as it helps make sales for the retailer.

Finishing materials must first provide the desired degree of lustre and character. In addition, they must produce and *maintain* a uniform finish on a variety of tannages.

A suitable combination of materials and methods for your shoes can be demonstrated

by a United Finishing Specialist. And, to insure the continuation of uniform results, you can count on him to check back regularly.

There's a United Finishing Specialist in your locality who can bring you this worthwhile assistance. He's available on short notice. Call or write the nearest United branch office.

UNITED SHOE MACHINERY CORPORATION

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A New Formula for Heels and Edges

It'S NEW BOSTON HEEL

- Better Fill
- · Easier Working
- Uniform Color Coverage
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- Rich Mellow Lustre
- · One or Two Set

and the Return of 3 Old Favorites

SUPERFIL NATURAL EDGE STAINS SUPERFIL EDGE BLACKINGS SUPERFIL HEEL BLACKING

- The preferred pre-war edge finishes.
- More wax more fill than other edge
- We've never sold finer black and natural edge and heel finishes.

UNITED FINISHES

PRODUCTS OF

B B CHEMICAL CO.
FINISHES FOR UPPERS

Molding Machine and Process

Figure 1 shows the first step in a new method of making shoes; a method of premolding the uppers so that little or no subsequent lasting is required, making lasting little more than a perfunctory gesture.

Figure 2 illustrates a breakdown

Figure 2 illustrates a breakdown of the upper assembled in Figure 1. Presumably the back part or quarter

has been premolded.

But Figure 3 initiates one to this timely and remarkable contribution. Here is a molding machine. Note the lead wires at the lower right hand To understand the function of this molding machine, one might consider briefly the various steps in upper molding. The first step is to place the upper in a saddle previously shaped to the desired or ultimate shape of the upper to be molded. This saddle thus surrounding the upper is next placed in a die cavity.

Of course, it is assumed that the upper has been adequately mulled to stand the subsequent heat applica-

tion.

The next step is to fill the interior of the upper with a plunger, similarly designed to the outline of the last. This plunger is made of soft material, strong enough to endure

New Ideas in

pressure but soft enough to do so without distorting or breaking upper seams.

The next step is the application of pressure from above, also shown in Figure 3. This is a mold that fits over the plunger form already inserted in the upper. Then follows a sustained pressure in combination with application of heat.

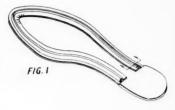
When the upper is removed from this molding machine, the ease and accuracy in placing it over a last is simple. Here is no need to pull-over, for the shoe has been carefully spotted in the mold; here is no need for updraw in side lasting; and no need to worry about straight back seams or crooked tips—everything has been done in the molding machine.

If this kind of machine can demonstrate any degree of success, it bids fair to almost entirely eliminate much of our present-day lasting cost.

Inventor: Barney Shinberg and Hyman Shrager, Westerly, R. I.

Modern Goodyear Welt Insole

The casual observer might toss aside the insole illustrated in Figure 1, saying, "Just another insole." But it is such only in composite sense, for here one notes a contribution from the Rochester Rag Insole—the method of cutting the lip. There is a contribution from the late variety of



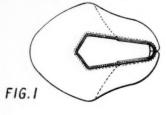




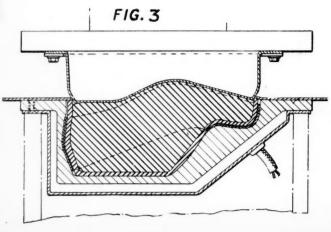




Economy in the use of a narrow strip of canvas rather than an overall coverage, overall between the two ribs, not covering the rib. This is an insole utilizing the best known merits of Goodyear Welt insole structure to make an insole composite and modern.







Shoemaking

Figure 2 offers a perspective more intriguing in portraying this composite insole. Very evidently this is a shoemaker's insole, based on scientific shoemaking laws established by the old-timers but departed from in the modern Economy. One notes in fairness that many of the English shoemakers will not surrender basic principles for the sake of lower-cost construction. From another slant, the old solid insole was so channelled that the welting stitches went into the meat of the insole due to the absence of an insole rib as one sees in the Economy: the old solid insole had a channel cut whose depth was lower than the cut depth of the lip, so that in welting, the needle had to pass through the body of the insole. Shoes of that process were known to hold their shape. The profile study presented in Figure 2 illustrates reversal to sturdy insole construction, for it is apparent here, too, that the needle just has to go into the meat of the insole even if indifferently welted.

That this reinforcing textile material may be applied with ease may be assumed from the construction shown in Figure 3. Great tensile strength is given by folding the fabric coating. And in such folded form, one can visualize the ease with which this may be distributed onto the insole in high production, possibly with the use of thermoplastic adhesives, the modern trend.

It is important to observe in this Figure 3 how the reinforcing rib is so designed to lie at a sharply and inwardly inclined angle.

This construction cures the detriments of the modern Economy and other insole constructions glorifying T-beam rib structure, and so adding stiffness with loss of tensile strength. But this modern insole shown in Figures 2 and 3 corresponds to the reliable solid in a channel construction that lies inwards and flat to the insole, thus creating no resistance to utmost flexibility.

The lip cut shown in Figure 3 can be done on any one of several machines on the market, as, the Economy Channeller, the Universal Channeller, the Moenus, the British Standard, and others, including the Apex.

The method of turning is simple; any modern adaptation of the old Goodyear Lip Turning and Slashing Machine will do the work well.

Figures 4 and 5 offer perhaps a stronger method of making this insole, showing how the canvas is applied nearer to the insole edge so that when the lip is turned inwards and down, it has added textile strength that makes up for lack of tensile strength common to an insole using canvas all the way across the insole bottom. However, there is no

reason why this complete coverage cannot be used in conjunction with this insole.

This insole also contributes and fits into the increasing demand for lower cost structure in quality shoes. Perhaps most important of all is the contribution this insole makes to the general trend of prefabricated shoe structure—molding of uppers, increasing use of the thermoplastics in both adhesives and materials, together with an exactness and high production at infinitely lower cost. This is the background into which this modern insole fits.

Inventor: Fred L. Ayers, Waltham, Mass.

Molded And California Combination

Figure 1 shows an unusual combination that literally has been forced through the development of California structure. One can recall during the past years all efforts to render the California more sturdy, especially in the heel or quarter parts. So often did one hear, "The California shoe is all right, but it's not stiff enough in the counter." Various efforts to stiffen the counter area have been worked out, but this one now illustrated offers a practicable solution to this problem.

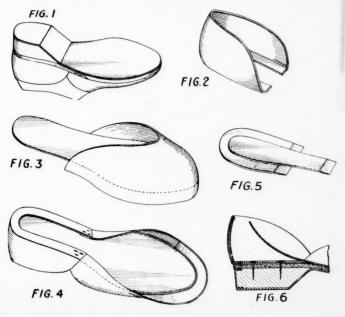
tion to this problem.

Figure 2 illustrates a pressurecovered molded counter, making for
the complete back part of the shoe.

By pressure-covered is meant the combination of counter, upper material, leather or fabric, all re-cemented, and then placed in the mold and shaped under pressure and heat.

Figure 3 offers nothing new except that the forepart is purely California construction. For example, observe the dotted lines indicating the point to which the insole or sock lining has been stitched.

That this construction embodies a versatile California may be noted in the continuation of the upper beyond the insole line in order to function as platform wrapper, so saving the need for the usual operation of wrapper attaching. But this continuing on of the upper is not new or unique but does show how in this



DUCKIES by RIKER



N. 1790

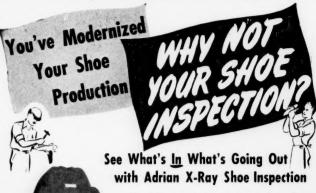
N. 1897

N. 1889

FINISH QUALITY STYLE

THE RIKER COMPANY





The Adrian way to inspect shoes is the modern way "At a glance", the inspector checks stray lasting sacks, staples, arch and shank placement—in fact, the whole interior construction of the shoe.

CUTS INSPECTION TIME IN HALF

The Adrian will save many times its cost in man hours, by enabling inspectors to check twice as many shoes. Because it is a positive method, it eliminates shoe returns with defects otherwise unnoticeable.

Send for literature, and see how an Adrian Inspector will save you time and money!!

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till later. All this is illustrated in Figure 4.
Figure 4 reveals the staples with which the molded heel part is attached to the upper and insole. And Figure 6 shows a stiffening combination of leather and fibre board that may be inserted for additional

strength, at the time of attaching the heel part.

The remainder of the shoe construction is rather conventional. Figure 6, for example, shows such conventional method of attaching the heel. And Figure 1 illustrates the shoe with cemented sole.

new combination of molded counter or quarter parts the wrapper or continued upper need not be carried further than the middle of the shank of the shoe. The shoe can be built with or without a platform, and the upper continued at the quarter over the counter. It need not be cemented

Here one may view a shoe whose construction cuts material and labor cost noticeably, with added advantage of prefabrication, the quarters of the shoes coming to the assembly line with the shoe one-third towards completion. Here there can be no need for inspection to check variations in shoemaking skill, no delay in production, no need for skilled labor. This construction definitely approaches the kind of shoe to fit the average pocketbook, a tribute to pre-molding of the shoe parts.

Inventor: Jack Meltzer, New York.

MARCH OF DIMES



JANUARY 14-31
LEATHER and SHOES—January 15, 1949

They're all Allergic ...lo Vapor They just can't take it! Genuine reptiles are usually barktanued and are quickly and permanently discolored by steam. Do not attempt to steam-soften thermoplastic box toes in reptile uppers. Get your Beckwith agent's recommendation in Depending upon which practice your conditions best favor. dry heaters or arrange for your temporary use of canned prepared solvent box toes which require no solvent wetting at pulling-over. rckwith

Technical Tips To Shoe Foremen

The Vamping In Of Moccasin Vamps

In the construction of moccasin vamp type shoes, there always has existed a problem of smooth and easy attaching to the quarter. Sometimes cylinder vamping machines were used, machines of the heavier Singer type, but now the tendency is towards the use of post machines in this vamping operation.

This applies either to the genuine machine-stitched moccasin vamp, of two or three pieces and the one piece imitation moccasin vamp both share the common problem of creating a bunch that has to be pounded or flattened down in some way to make for easier vamping.

Obviously, much time can be lost in vamping an area offering the resistance of a "hump" that interferes with the progress of the work.

For years relief has been found in any one of the numerous power hammers on the market, but the one most popular lends a terrific din in the factory.

But eliminating the noise was one thing. Another was the need to efficiently reduce the vamp without pounding, iron against iron.

The first solution was in the use of an old O. A. Miller, Brockton Shoe Vamp Creasing Machine. The drawbacks in this machine were in the improper placing of the electric heating unit on the bottom shelf, so that the heat was applied only to the flesh side of the work; also, this assembly permitted only the inserting of one side of the vamp at a time. However, the results were far superior over the power hammer method.

Whereas the old method depended exclusively on pounding down the raised seams, this newer method depends on leverage pressure applied simultaneously with heat. However, this was sufficient to develop a newer and still better method.

Using the same old Vamp Creaser, two flat plates, upper and lower, were attached to this frame. The bottom plate was merely for holding the vamp in position—no fittings involved. But the top plate was fitted with an electric unit on either side. And the area between the plates was cut away to facilitate the quick and unobstructed entry of the vamp.

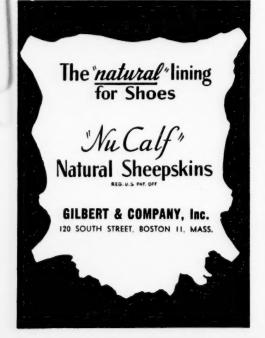
Here was accomplished a superior method of applying heat exactly to the point needing flattening. Here also was accomplished a speedier operation—both sides at one time, quickly and noiselessly.

By H. Golthier

The Newest in Crepe Sole Attaching

The newest in crepe sole attaching is actually a method of attaching crepe soles directly to crepe welting, particularly on Goodyear Welt shoes, though there is no reason why the same cannot be done with shoes "flat lasted." However, to be given here is all the technical data necessary to perform this work on Goodyear Welts; the adaptation to other process is relatively simple.

That this method of eliminating leather welting and a crepe midsole



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THE RUMPF PUBLISHING COMPANY 300 W. Adams St., Chicago 6 Goodyear stitched to the welting is rapidly gaining favor cannot be ignored. The larger plants are just beginning to secure the necessary equipment, mostly fittings for outstanding machines in order to turn out these crepe-welted and soled shoes in great volume.

Credit must go to impulses aroused by exploitation in California development. The December 20, 1947 issue of LEATHER AND SHOES, page 18, under the caption, California Welting, opens one's eyes to the idea in embryo. This illustrates how to attach a California wrapper, but one can just forget that and concentrate on how the wrapper or welting lies against the sole. It has been a simple matter to adapt the Welting machine to attaching wrappers.

For further evidence of this origin in attaching wide strips of crepe rubber, almost comparable in width to the California wrapper, one may turn to another issue of LEATHER AND SHOES, September 18, 1948, page 24. On this page Figures 8 and 9 shows how the welting, California wrapper, or if you please, crepe welting, lie against the upper. This offers the most understanding way

to explain the initial step in attaching the new crepe welting.

The point here does not stress any machine or welt guide fitting but merely that a suitable welt guide attached to the welting machine will attach crepe welting so that it lies flat against the upper rather than out flat as is the usual case after the leather welting has been inseam trimmed and welt beaten. In other words, the crepe welting is not welt beaten and is not inseam trimmed in the usual manner.

Special fittings are provided the inseam trimmer; 345 and 374 GIT are said to be the correct numbers that cause the shoe to be inseam trimmed in practically the same position as rough rounding. In this operation much depends on the manual skill of the operator to keep away from the welt inseam stitches.

After the inseam trimming the shoe is bottom filled and bottom cemented in the usual manner. And the shank is attached also. At this stage one notes the important operation of attaching the crepe outsole to this cemented bottom.

The next operation is to cement the crepe welting that still is lying flat against the upper; and to cement the feather edge of the crepe outsole.

At this stage the crepe rubber is turned up precisely as one turns up the wrapper over the California platform.

In order that the bond between the cemented wrapper and cemented feather of the outsole may be further enhanced, any one of several rubbing machines, edge rubbing, may be used. This is dependent on manual skill. And here be sure that no metal roll is used as it will blacken the crepe; a wooden surface is recommended.

Here, unlike the wrapper lasted down over the platform bottom, the crepe welting is not turned down over the crepe outsole but is trimmed off with one of several machines, such as the Booth Trimmer, the 51W Singer Trimmer, or the old Turn Trimmer. There are other machines available, also.

With this information, based on the development arising from the idea of welting on California wrappers on the Welting machine, one really should have no difficulty in understanding this new process, and in getting into production with utmost ease.

By H. Golthier









Labor-Relations . . .

(Continued from page 18)

management hold a clearly defined responsibility for administrating the terms of contracts.

Also important, time-consuming grievances and complaints are now settled at the lower levels rather than passing up through higher executives for settlement. And the number of grievances has rapidly diminished. The load on all has appreciably decreased.

The consequence today is genuinely friendly relations between the union and the company, between the workers and the company executives at all levels. The function of the union is fully recognized and accepted by management. The union, likewise, expresses open confidence in management, knows that in all cases it will get "the best break possible."

Quite typical of this mutual respect and friendliness is the fact that in 1947 the president of the company was invited to address the national convention of the International Union. Also, the fact that he accepted demonstrated the mutual good feeling.

Today's Relationship

No acute or important differences between the union and management exist today at Dewey & Almy. The relationship is healthy and growing stronger each year. The union, it must be emphasized, is not a "company union." nor is the company a paternalistic organization. Relations are conducted solely on the basis of realistic collective bargaining.

The company's president, who has demonstrated his skill and exper-ience in industrial relations, stresses this fact in advising labor unions in regard to labor relations: no union should adopt the mass policies toward all companies, good or bad. Companies should be dealt with on the basis of their individual character, on their record. He opposes the nation-wide "master contract" being adopted by many unions contracts containing terms to be accepted by the companies in an industry. This, he believes, will have a harmful "levelling effect" on good relations and industrial peace. In short, there should be a reward for good faith and conduct. Negotiations should be handled individually.

Dewey & Almy has gradually

evolved a system of union-company relations leading to concrete industrial peace in its own organization. There is an effective two-way communication system between the union and management, with both sides participating in important company decisions. Weekly management policy meetings have been in operation since 1943. Suggestions and criticisms of all management officials, including foremen, are carefully weighed, and final decisions reflect these commentaries. The union likewise participates here.

Once a week the union officials and management representative meet to discuss problems of mutual interest. The problems are probed so that the facts can be presented in condensed manner before the next management policy meeting. A loose-leaf policy manual is regularly distributed to all management and union officials, while important matters are posted on bulletin boards for employe information.

The fact that the union is invited to participate in meetings where final management decisions are made on company policy matters, does not mean that the union determines such decisions which lie outside the realm of collective bargaining. The important factor is that the union feels that vital sense of "belonging," and that this con-tributes much to the healthy relationship. The union respects the company's right and authority to make decisions and changes outside the line of the collective agreements. But the fact that it knows what is going on in the company and in management's mind is another significant factor removing any cause for union distrust or suspicion.

Both the company and union have obviously developed a system of healthy, mature industrial relations that is sound and admirable. That it evolved through growing pains demonstrates a vital point: that with mutual patience, respect, understanding and intelligence, the same evolution of relations is possible with any company and any union. But the most vital ingredient necessary to such an evolution is first the matter of existing attitude on both sides. A healthy receptivity is essential. Development begins with this, wholesome industrial peace results from it. It is not a platitude. It has worked out practicably at Dewey & Almy. And the indelible proof and lesson lies in the splendid results obtained.

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LABOR NEWS

Hamilton Shoe Co., St. Louis, has been ordered by the National Labor Relations Board to cease its discouragement of workers from joining the United Shoe Workers of America, CIO and for encouraging membership in the Boot and Shoe Workers Union,

The firm was also ordered to reinstate Eugene Wright with back pay. Wright allegedly had left his job voluntarily but NLRB decreed Wright had been told by company officials that he would be fired unless he joined the Boot and Shoe Workers Union by a certain date. Wright, said the NLRB, knew that the AFL would the NLRB, knew that the AFL would not accept him to membership and therefore left the job.

Approximately 1000 CIO employes at two plants of the Greenebaum Tanning Co., Chicago, were awarded 10-cent hourly "fourth round" wage increases in a new contract, according to John Churka, business agent of locals 47 and 260 of the International Fur & Leather Workers Union, announced last week. Churka reported that the increase brings total over-all pay raises to production employes since V-J day to 53.6 cents.

Additional benefits of six paid holidays, a week's-pay bonus at Thanks-giving, two weeks paid vacation, health and insurance policies were re-

A collective bargaining election among production and maintenance employes of Bell-Moc, Inc., Lewiston,

Me., was ordered last week by the NLRB. The election must be held within 30 days.

The company's claim that its present contract with the Auburn Shoe Workers Protective Assn. barred further elections was disallowed by the board which ruled that employes were entitled to vote for their representa-

Workers at the American Cyanamid Co. plant at Linden, N. J. voted recently to accept a wage increase of six-cents hourly, officials of District 50 of the United Mine Workers have announced. The pay raise is in addi-tion to a nine-cent increase granted last March.

Members of the firm and union expressed their appreciation to Fedemediator Joseph C. Schuld, for helping to bring about a peaceful settlement.

Highest paid workers in the New York women's shoe industry were machine edge trimmers averaging \$2.67 per hour during Oct., 1948, according to a Dept of Labor Survey. The study covered 25 concerns employing 4,333

Men vamp and sole hand-cutters earned \$2.36 hourly during the period while wood heel seat-fitters averaged \$2.04; assemblers, for pullover, hand lasters earned \$2.04; vampers \$2.42; and floor boys, \$1.07.

An unexpected strike of some 200 workers at the Winston Shoe Co., Salem, Mass., was called last week after a union mass meeting. The strike occurred after other Mass. shoe manufacturers had agreed to the terms of a 1949 contract with the

William O. Doherty, business agent for Local 25 of the USWA said the strike was voted because "quite a few things must be taken up with the A picket line was thrown company. around the plant.

Workers were scheduled to hold another mass meeting at union headquarters in Salem.

- Racine Glove Co., recently held open house at its new plant in Rio.
 The firm moved from Milwaukee last Aug.
- · William H. Suggett is now factory manager of Fried-Osterman Co., Mil-waukee. He joined the firm 18 months ago as a consultant. Casey Serdynski has been promoted to supervisor of leather receiving, sorting and inspec-tion. Richard Wheeler is now manager of the glove and mitten division, succeeding K. C. Loomis who resigned recently.

the INSIDE story of all good shoes

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IFINANCIE

Armour & Co.

Record sales totaling almost \$2 billion for the fiscal year ended Oct. 30, 1948 did not prevent Armour & Co., Chicago, from registering a net loss of nearly \$2 million, George A. Eastwood, chairman, reported last week.

chairman, reported last week.
Eastwood attributed the loss to the ten-week packers' strike and "several unfavorable price conditions." Net loss for the year was set at \$1,965,291.

Sales for the fiscal year were set at \$1,991,434,034, two percent above last year's high of \$1,991,490,057. Net profit in 1947 was \$30,907,658 before \$8 million inventory reserve, equal to \$4.91 a common share after price decline reserves, inventory and preferred dividends.

Eastwood said that Armour's tonnage volume fell eight percent below yast year's tonnage because of the strike. This despite a higher dollar

volume for this year.

"The strike also played a part in one of two abnormal price situations which adversely affected the year's mancial results," Eastwood reported. "The other price situation which affected the company's results occured in Feb, when there was a sharp and sudden break in meat prices.

"Coming at the time of our heaviest seasonal accumulation of inventories, this sharp and sudden break in prices resulted in very substantial inventory losses. We were unable to recover these losses in the subsequent period of gradually rising prices and relatively lower quantities of inventories."

Ohio Leather Co.

Net profit of the Ohio Leather Co., Girard, O. for the fiscal year ended Oct. 31, 1948 amounted to \$1,117,516, equivalent to \$16.32 per share of 71,001 common shares after preferred dividends. This compared to a \$1,069,601 net profit equal to \$15.12 per share on 70,077 common shares in the preceding year.

President F. H. Becker reported to stockholders that the firm's financial status was better than at the same time a year ago. "It is the intention of the company's officers to maintain such a condition until market conditions warrant an increased investment in inventage."

tories," he reported.

Becker reported that Ohio Leather had used large quantities of foreign skins before the war but that the supply was greatly reduced now. "In tiew of the wide fluctuations in raw material prices and the slow movement of certain grades of leather during part of the year, the final operating results are considered satisfactory," he said

Some skins used in the manufacture of leather by the company were quoted as high as \$1.75 a pound during the last year and a few months later were quoted at less than half the price, Becker added. Raw material inventories are carried at prices well below replacement costs and low enough to afford real protection against any unforeseeable price declines.





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CUT STOCK

BENDS

BACKS

BELLIES

SHOULDERS



Leather MIAIRIKIETS

Moderate buying. Most leathers soft in price. Side leather tanners pinched between strong hide market and leather buyers desire for lower priced finished stock. Production generally slow.

New York Markets

Side upper leather in general has been slow in getting started this year. Hides are up in price but most tanners are keeping to their old list prices and in some cases reductions have been reported. Many tanners believe that the late Easter is the cause of shoe manufacturers not showing much action, as in accordance with their hand-to-mouth buying policy, shoe manufacturers won't order until they have the commitments on the shoes. Sales of some types of sides, such as the best heavy weights for men's shoes, are holding up good and in some instances "a waiting line" is reported for the leather in most demand.

While new business in sole leather is not very brisk now, tanners feel optimistic about the future. To support their contention, tanners point to the fact that they are being pressed by buyers about delivery of orders previously placed and they say that buyers expect to place an order today and have the merchandise tomorrow. This last, of course, is a continuance

of the policy of buying "hand-to-mouth" that has been going on for a long time now. Factory bends, average tannery run, are quoted from 65 to 72c per pound with some tannery lists held between 68 and 72c per pound. Single shoulders, heads on, from 44 to 45c although some report up to 48c. Single shoulders, heads off, from 50 to 52c with a single car said sold down to 49c, but the average is 50 to 52c. Heads are moving

at 18c.

Tanners of retan sole leather report business as fair and one important tanner said the other day "we can't kick about business." Retan sole bends are quoted at present from 72 to 82c per, foot, depending upon the weight.

Sheepskin tanners are finding the lining business slow due to the fact so many shoe manufacturers are not using linings, or if they do, as in children's shoes, very limited quantities. That is, around the counters and eyelets. Many different prices are being quoted in the conbination tannages with the bulk of the tanners seemingly quoting within the ranges of 20, 22, 24 and 26c. Some tanners have quoted 18, 20 to 22c, probably due to differences in grading, etc. Chrome retan linings are pretty generally quoted 26 to 28c with an exceptional let up to 30c.

with an exceptional lot up to 30c.
Sheepskins for coat use are very slow. Prices mentioned recently range from 19 to 22c and outside said very best obtainable. A very fine run of

LEATHER: ITS PRICE AND TREND

| KIND OF LEATHER | THIS | MONTH AGO | YEAR AGO | HIGH |
|---------------------------|-----------|--------------|-------------|-----------|
| CALF (Men's HM) | 95-1.10 | 95-1.10 | 1.20-1.30 | 1.30-1.48 |
| CALF (Women's) | 90-1.10 | 90-1.10 | 1.30-1.35 | 1.40-1.48 |
| CALF SUEDE | 1.05-1.25 | 1.05-1.25 | 1.55-1.70 | 1.45-1.90 |
| KID (Black Glazed) | 55-80 | 55-80 | 65-85 | 70-90 |
| KID SUEDE | 50-75 | 50-75 | 65-90 | 70-90 |
| PATENT (Extreme) | 56-66 | 56-66 | 68-72 | 76-82 |
| SHEEP (Russet Linings) | 19-22 | 19-22 | 20-24 | 23-25 |
| KIPS (Corrected) | 54-60 | 54-60 | 68-72 | 70-75 |
| EXTREMES (Corrected) | 48-53 | 48-54 | 60-64 | 60-65 |
| WORK ELK (Corrected) | 52-56 | 52-56 | 56-60 | 56-60 |
| SOLE (Light Bends) | 68-72 | 66-72 | 88-92 | 90-95 |
| BELLIES | 36-40 | 36-40 | 41-43 | 44-47 |
| SHOULDERS (Dble. Rgh.) | 60-63 | 58-62 | 75-77 | 77-80 |
| SPLITS (Lt. Suede) | 38-42 | 39-44 | 40-44 | 41-45 |
| SPLITS (Finished Linings) | 22-24 | 22-25 | 23-25 | 27 |
| SPLITS (Gussets) | 19-20 | 19-20 | 19-21 | 21-22 |
| WELTING (1/2 x 1/8) | 81/2 | 81/2 | 111/2 | 11-111/2 |
| LIGHT NATIVE COWS | 271/8 | 251/2 | 31-321/2 | 33 |

All prices quoted are the range on best selection of standard tannages using quality rawstock.

sheepskins was shopped around recently among coat manufacturers at 23c and failed to sell. Prices are more or less nominal now pending the results of the New Zealand sheep skin auctions to be held the end of this month.

Sole Leather

Boston tanners hold to 72c price for light and heavy bends but get little business. Mediums bring cent less in small sales. Substitutes continue active. Small production means small inventories. If demand comes suddenly prices will undoubtedly rise. That this will mean more substitutes belief of most. Tanners hope for raw stock price drop as only weapon against substitutes. All believe it will come; how soon is the question.

The Midwestern sold leather mar-

The Midwestern sold leather market is materially unchanged from a week ago. Business has generally been slow. Best demand is on heavy bends at the present, which are priced at 72c. Some calls for finders' bends (9-11 iron) at prices of 69, 78 and 85c and from 73, 82 and 89c on 11 iron and up. Tanners report chrometanned sales leather moving quite slowly at prices 73 to 75c on No. 3, 82 to 84c on No. 2 and 84 to 87c on No. 1.

Philadelphia sole leather tanners experienced little change in the market. Customers interest was lacking on all lines. A few orders from buyers in need of immediate replacements constituted one tannery's activity in findings. Factories are believed to be using up everything and anything on their floors in the hope that sole leather prices are going to take a drop Competition is especially keen in findings and price cutting, though not extensive, is one reason for a lack of stability in sole bend butts, according to local opinion. Substitutes continue to take a big portion of business that would ordinarily come out of leather stocks. Factory bends averaged 71c on the tannery run and findings brought 77c.

Sole Leather Offal

Boston dealers quote unchanged prices. Bellies bring up to 40c for best steers; up to 38c for cows. Many lots bring less because of quality, trim, etc. Single shoulders, heads on, quoted at 49c and down, usually bring 48c and down. Double rough shoulders quiet, bring up to 65c for carefully selected stock, around 60c for regular selection; some deals made at less. Heads spotty, bring 19 to 21c.

Steer bellies continue to get a good call, generally at prices ranging from 39 to 40c, depending upon quality, whereas cow bellies move occasionally in a tight range of 38 to 39c. Prices are unchanged on single shoulders, heads off, at 49 to 52c, and from 46 to 48c with heads on.

Cut Stock

A tight supply situation exists in heavy irons in both men's and women's cut sole leather in the Midwest. A good demand for the heavies has resulted in firm prices all the way down the line. Men's fines are quoted from 71 to 83c on 8 to 10 irons, 69 to 79c for semi-fines and from 63 to



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73c for No. 1 scratch. Women's fines are priced from 47 to 48c for 6 to 8 irons, 44 to 45c for semi-fines and from 41 to 42c for No. 1 scratch.

Welting

Boston manufacturers report mixed conditions. Some find fair business on basis of 8½c for ½ by ½ inch stock. Others complain of few orders. Some sales made at less than 8½c just to keep production up. Synthetic welting gets good play from makers of cheap welts, pre-welts, etc.

Calf Leathers

Boston tanners sold well ahead on women's weights and on men's better grades. On women's price holds to firm \$1.06 and down for regular skins, \$1.10 and down for selected small skins. Black is leading seller with blue, green, red and brown getting fair attention. Men's weights very active in Navy grades and weights. Low grades and medium weights find fewer buyers. Suedes still hold to about \$1.30 for best grade. Suede demand not yet large but opening of season nears and much sampling reported.

The Midwestern calf leather market appears to be more and more undefined as the weeks go by. Many tanners are at a loss to offer any intelligent comment as to the outlook, or even the current trend. For the most part, business has been extremely draggy, with only occasional orders coming in. Prices are unchanged from a week ago despite the present strength in the raw stock

market. Top grade women's cali leather is quoted at \$1.03 to \$1.06. Men's top grade is priced from \$1.08 to \$1.10. Calf suede prices are quotable at \$1.30 for No. 1 grade, \$1.25 for No. 2 and \$1.05 to \$1.15 for No. 3 grade.

Kid Leathers

Black glazed kid sales continued on the slow side according to Philadelphia tanners. Bookings for spring shoe stock haven't started and tanners are unable to gauge factory requirements. In contrast to the weak market in glazed, suede in black is reported to be a very good seller. One tannery which is channeling a large percentage of skins into suede production, claims demand is holding up fairly well even though this is an off-season and that the call for colors is not a strong factor in current ordering. Several other tanners of suede gave a different picture of their customers who are primarily interested in getting immediate delivery on shades of blue and browns.

on shades of blue and browns.

Blues for the coming season are still expected to make a good showing. There appears to be a potential market shaping up in high style shoes. Tanners are, in the main, putting more variety into the color range.

Slipper business has begun. Brown and burgundy for romeos are selling fairly well. Blues and reds in grades suitable for women's slippers are also on order. Black water-proofed kid is a good line at one tannery which has only begun to push for new business.

The rawstock market hasn't im-

proved in a manner to suit tanners. Prices are higher in some countries. Buying is slim, with local tanners avoiding inventories of unfinished skins.

The white season is still in the "uncertain" stage. Tanners are waiting for shoe manufacturers to indicate what part white will play in the summer shoe parade. Winter resort white shoes used 50 percent of last year's demand for kid finishes and last year's business was not a good year.

In Boston best kid call is for suede. Black gets moderate call with colors, blue, green, grey, etc., getting most attention. Most lines priced at 75c and down with strong call for grades around 50c. Below 50c strong call for poor leather that can be used for small pattern shoes. Production heretofore small in this field, grows as new skins go into production. Black glazed, colored too, get but small attention. Women's popular grades between 55 and 80c. Top grade men's black glazed moves well but other grades slow. Lining kid widely wanted in grades below 35c.

Patent Leather

Boston tanners still waiting for promised patent run. Meanwhile small sales the rule. Extremes bring up to 66c for best, kips up to 70c. Large leather, in fair demand from stitchdown makers, wanted at around 50c. Tanners wonder why patent, the lowest priced high style leather, lags at this time when all buyers, public too, look for lower priced shoes.

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Thiele tanning company

Sheep Leathers

"Another quiet week," say Boston tanners. Moderate call for russet linings with 22c for superior stock. Best demand usually for grades between 14 and 18c. Colored vegetable linings bring 23c and down, orders moderate. Chrome linings usually 26c and down, some grades several cents above that. Other types of sheep quiet

The Midwestern sheep leather market is still no better than it was a week ago. Although there has been some improvement in other leather markets, sheep leather tanners report that prices will definitely lower themselves in the very near future if business doesn't pick up. Meanwhile, prices are quoted at 14 to 18c for popular grade russets for shoes. Chrome colored linings are quoted at 28c, the same as men's garment suede.

Side Leathers

Boston tanners enjoy good business one day, slow demand another. Heavy aniline extremes bring up to 60c for best, two to three cents less for various tannages. Corrected kips in lighter weights bring 60c and down, usually 58c and down. Corrected extremes bring 53c and down for one line, 54c and down for another. Much leather available at 51c and down, Large leather slow, prices usually 48c and down. Good elk sells well with up to 57c paid.

A Midwestern tanner reports a very good demand for lower grades of side leather for woven shoes. The market as a whole, is in a firm position at the moment, although no actual price increases have been noted. Chrome corrected grains are selling anywhere from 56 to 60c. Full grain elk (MH) are prices from 68 to 72c and LM & M from 66c to 70c. Chrome extremes side leathers are quoted anywhere from 43 to 53c, depending upon the grade. Full grain elk extremes are quoted from 53 to 62c.

Splits

Splits not too active in Boston market. Suedes sell fairly well in colors, slow in black. Up to 42c paid for best light leather; heavies bring a cent or two more. Lining splits quoted at 25c and down, usually bring up to 24c. Gussets slow with up to 20c quoted. Retan sele splits priced between 30 and 40c according to weight, trim, etc.

Suede is about the best seller in the split market in the Midwest. Prices are quoted at 36 to 40c for light suede and from 40 to 42c for heavy suede. Colored suede is figured about 2c more than the black. Work shoe splits are currently selling from 26 to 30c depending upon the quality, whereas blue splits (table run) bring about 15c. Gloves in the LM weights are quoted at 22c for No. 1, 21c for No. 2 and 20c for No. 3.

Bag, Case and Strap

Little new business. Demand is not

large. Prices hold steady at 50 to 52c for 2½ ounce case leathers; 56 to 60c for 3½ ounce case; 64 to 66c for 4 ounce strap; and 68 to 71c for 6 ounce strap.

Harness Leathers

Demand has not increased. Buying is of the hand-to-mouth variety and the volume is not large. Prices are stable with A grade russet sides at 79c; 76c for B; 73c for C; and 70c for D grades.

Belting Leathers

The belting leather market has been quiet for the first half of January. Tanners reported only moderate activity in rough bend butts. Shoulders for welting were being shipped out against old business at a pretty good rate. New business in specialty shoulders was "better than in some time" according to one tanner who sells mainly to waist belt manufacturers.

Bellies are sold up at 40c for steers and 38c for cows. Heads were not so easy to move and the poor market may be due to the 20c a pound tan-

ners are asking.
Curriers find business very quiet.
Orders do not reflect a normal demand for curried bend butts. Hair-on leather, still held down because of tanners difficulty in getting heavy hides, continues to offer more opportunity for sales than there is supply.









TANNING Materials

Business has been more or less at a standstill this past week. Owing to the easier markets on most of the oils and fats, buyers are holding off and making no purchases unless absolutely neces sary. Oil prices remain unchanged. Cable advices from reliable shippers

state that heavy rains have damaged the Myrabolam crop, with the result that prices have advanced from \$4.00 to \$6.00 per ton during the last two weeks. The latest quotations on Crushed J-1's is \$76.00, Sorted Bombay J-1's whole is \$60.00, R1's whole, good J-I's whole is \$60.00, RI's whole, good quality, \$60.00, J-2's whole, good quality, \$50.00, all per 2,000 pounds, i.o.b. cars U.S.A. Supplies of Wattle Bark available until April shipment from Africa are very limited. South African average quality is quoted at \$82.50 per ton of 2000 pounds, f.o.b. Atlantic seaboard. East African average quality is quoted at the same price while is quoted at the same price, while South African average quality is quoted at \$80.00 per ton. Supplies of Mangrove Bark are extremely hard to obtain. East African 38% tannin, February shipment is quoted at \$80.00 per ton, f.o.b. Atlantic seaboard. The market on Valonea Cups advanced considerably in Turkey, with 30% Cups quoted at \$71.00 per ton, f.o.b. New York. Divi Divi is in short supply, and quoted at \$70.00 per ton, basis 46% tannin, f.o.b. New York.

There has been no improvement in the tanning extract situation. Wattle Extract is fairly well sold out until April shipment from Africa, due until April Simplicati from Africa, one to heavy demand from other countries. The market price is from 9½c to 9½c per pound, plus duty. About 14,000 bags arrived in New York last week, also about 2700 bags of Quebracho arrived. Argentine prices are unchanged, but it is reported that there are offerings of Paraguayan Ordinary Quebracho at 113/c per pound, exdock, Atlantic ports, plus duty.

IDIEATHS

Charles J. Matthews

. . . 85, retired president of C. J. Matthews & Co., Philadelphia, Pa., leather manufacturers, died Dec. 31 at his home in Langhorne, Pa. As head of the leather firm in the early years of the century, Matthews pioneered in establishing companies in Bombay and Calcutta,

His wife, Gertrude; a daughter, Mrs. William C. Hunneman, Jr., of Malvern; and three sisters, Mrs. Wilson Adler of Philadelphia, Mrs. J. Nelson Allison of Langhorne and Miss Alice E. Matthews,

Agnes Nestor

charter member of the International Glove Workers Union of Ameri-ca, died recently at St. Lukes Hospital, Chicago. She was well known among glove workers and throughout the trade as the first vice president of the union.



AMERICA'S FINEST LEATHERS ...



ROCK OAK AM-O-FLEX ROCKROME

American Oak Leather Company Cincinnati - Chicago - St. Louis - Boston





THE NATIONAL FOUNDATION FOR INFANTILE PARALYSIS

HIIDES and SIKINS

Big packer market firmer with half cent advances on some selections. Trading limited with producers keeping well sold up. Small packer and country hides quiet with firmer tendency noted. Calfskins firmer; kipskins firm and quiet.

Packer Hides

Trading in this market was generally up ½c on the selections that traded. There was anticipation that light native cows would sell somewhat higher, but nothing was done in that selection. However, business developed in native steers, heavy cows, branded steers, branded cows, and bulls, all selections considered up ½c from the previous week

It from the previous week. Trading amounted to 25,000 hides, but more business was expected. The demand for hides is principally from upper leather tanners, and from the tanners of light leather who are finding it difficult to get sufficient calf and bineling in the transparent of the control of the contr

tanners of light leather who are indiing it difficult to get sufficient calf
and kipskins for their production.

Prices established this week were
27c for heavy native steers, 27½c for
heavy and light packs, 25c for Riverpoint heavy cows, 25½c for butter
branded steers, 25c for Colorado
steers, 25c for heavy average branded
cows, and 17½ for native bulls,
brands 1c less. Offerings have been
restricted. The kill has not been
good, and packers seem to be clearing out their inventories right along.
Some wanted selections are sold up
through this month.

The overall demand picture is one of a definitely split nature. Sole tanners and other tanners of heavy leather, are sour about the market situation, because of the price factor. Currently quoted price levels are much too high for the average heavy

leather tanner.

Small Packer Hides

The market for small packer hides has shown no change this week. The lack of numerous offerings is responsible, in part, for the quietness. There are offerings of heavy hides around, but demand is for the lighter end, and the light hides have been pretty well picked over.

Price ideas among tanners seem to center around 23 to 23½ selected for 48/50 lb. average hides, allweight native steers and cows, but sellers ideas are somewhat higher. Up to 25c selected has been heard on a few offerings of those weights. Tanners, of course, are not of a mind to pay 25c selected for hides around those averages, unless, of course, the market shows considerable upturn within a short time.

Lighter hides, if they can be found, could probably bring up to 25c selected for the lighter end. Perhaps more could be obtained if the hides are extremely light and very good take-off, but it is hard to quote accurate levels in the absence of business.

Packer Calfskins

The only packer calfskin business to report is about 7,500 Milwaukee allweight calfskins at 62½c, considered up to 2½c from previous trading. This was a quick sale, the increase taking a good many in the trade by surprise. However, reviewing the market situation prior to the sale, it becomes rather obvious that the reducing numbers of calfskins is going to create more demand for less merchandise, which probably prompted one buyer to step in and buy while he could still get the skins.

With this business, the packer Northern calfskin market is figured at 62½c for heavies and lights, and 50c nominal for Riverpoint skins. Small packer skins are purely nominal at 50c.

Packer Kipskins

The kip market is very quiet and still in a good position. Nothing has been done recently, but the trade believes that something might develop shortly. Untrimmed kipskins are quoted at 37½c for natives and 35c for native overweights. Brands in both cases are figured 2½c less.

New York trimmed kipskins (packer) are quoted at \$8.50 for 12 to 17's, and \$10.00 for 17's and up.

Country Hides

Country hides are not over 19½c flat trimmed for 48/50 lbs., buyers claim, with a lower figure of 19c quoted on some lots. However, with continued strength in the packer market, it is quite possible that countries the strength of the packer market it is quite possible that countries the strength of the packer market it is quite possible that countries the strength of the packer market in the packer market

try hides will move higher on the price ladder. For the time being however, tanners in this market cannot see higher prices, particularly on the hides offered currently, most of which are heavier average.

The lighter hides, if they can be found, might be figured around 20 to 21c flat trimmed, depending upon their quality and weights. Renderer hides are quotable around 1c less than straight country hides, according to weights and quality, with some straight lots of renderers of not particularly good quality, quotable as nuch as 1½c under straight country prices.

Country Calfskins

Nothing is changed in this market. City skins are quiet, the last quotation of 35c nominal apparently still the market. The demand for city skins might be stronger if there were more light skins around. Country calf is still spotty, with quotations of 26c for the average run of skins considered the market.

New York trim collector calfskins are unchanged at \$3.50 for 3 to 4's, \$4.25 for 4 to 5's, \$4.75 for 5 to 7's, \$5.25 for 7 to 9's, and \$6.50 for 9 to 12's

Country Kipskins

The country kipskin market is quiet. Quality of skins in this market is not particularly good, tanners claim, which has prevented them from showing too much interest in this market during the short supply situation in kip, currently noted. Last quotations of 20 to 22c nominal still are considered the market, with city skins figured around 26 to 28c.

New York trim collector kipskins are quoted at \$7.25 for 12 to 17's, and \$8.50 for 17's and up.

QUOTATIONS

| P | resent | Week Ago | Month Ago | Yea | r Ago |
|-------------------------|--------|-----------|-----------|-----|----------------|
| Native steers | -2714 | 2614-2714 | 25 -261/2 | | 31 |
| Ex. light native steers | 30 | 30 | 28 | | 33 |
| Light native cows | 27% | 27 -271/9 | 2514 | 31 | -321/2 |
| Heavy native cows | 25 | 2414-25 | 2414-25 | | 301/4 |
| Native bulls | 1734 | 17 | 17 | | 19 |
| Heavy Texas steers | 2514 | 25 | 2. | | 29 |
| Light Texas steers | 2510 | 25 | 25 | | 29 |
| Ex. light Texas steers | 2616 | 26 | 26 | | 29 29 30 |
| Butt branded steers | 251/2 | 25 | 25 | | 29 |
| Colorado steers | 25 | 2414 | 241/6 | | 2814 |
| Branded cows | 25 | 2414-25 | 2414 | 30 | -301% |
| Branded bulls | 1614 | 16 | 16 | | 18 |
| Packer calfskins50 | -6214 | 50 -60 | 5216214 | 75 | -1.05 |
| Chicago city calfskins | 35 | 35 | 35 | 55 | 60 |
| Packer kipskins | 3714 | 3714 | 40 | 45 | 50 |
| Chicago city kipskins26 | -28 | 26 -28 | 28 | | 34 |

HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

| | Close Jan. 12 | Close Jan. 5 | High For Week | Low For Week | Net Change |
|-----------|------------------|-----------------|------------------|-----------------|---------------|
| March | 25.70 | 25.25B | 26.10 | 24.70 | 45 |
| June | .23.65-67 | 23.35B | 24.30 | 23.30 | 30 |
| September | 22.75B | 22.45B | 23.25 | 23.00 | 30 |
| December | 22.00B | 21.75B | 22.60 | 22.60 | 25 |
| | Total sr | les, 453. | | | _ |

Horsehides

Horsehides continue very quiet, but the market is still holding up well. Tanners are getting what hides they need in private business, and nothing is being reported. It is surmised, by people in the trade, that steady prices are being paid for hides traded in these private sales.

The market for trimmed 60 lb. hides is figured \$8.75 to \$9.25 nominal, with the untrimmed hides quotable around \$9.50 to \$10.00. Horse fronts are quotable in a range of \$6.00 to \$6.25. Horse butts, basis 22 inches and up, are quotable around \$3.25 to \$3.50, all f.o.b. shipping points.

Wool Pelts

One seller moved a couple of cars of pelts this week to render the market active, if nothing else. One car of straight No. I shearlings brought steady money, while a mixed car of fall clips and No. Is brought \$2.50 for the shearlings and \$3.00 for the fall clips. Other than this, the market held quiet. In the absence of trading, other selections are holding steady. No. 2 shearlings are figured in a range of \$1.70 to \$1.80, while No. 3's are figured around \$1.30 to \$1.40. Western lambs are quotable around \$3.50, depending upon quality, with native lambs quotable around \$2.50 to \$3.00, according to quality.

Pickled Skins

Generally, the market on pickled

skins is quiet. Production is channeled into regular customer's cellars and most buying is done quietly. Prices on big packer pickled sheepskins are quoted at \$10.50 per dozen.

Dry Sheepskins

While reports from Fulton County that holdings of rawstock and leather are relatively small, inventories of gloves greater than expected at the year end and this has been a hindering factor to placing new business for the spring. Some inquiries noted but as yet buyers ideas are below sellers asking prices and on that account, rawstock sales have been at a minimum.

Latest reports from the various hair sheep markets show little change in shippers' attitude who continue to ask firm prices and show little inclination to reduce same. There were reports that some business has developed in Cape glovers with the market ranged from 127 shillings 6 pence to 135 shillings and believed bulk of the trading was around the inside level as buyers balked at meeting the outside, though agents have been advised by their shippers that England was meeting the outside figure. Brazil cabrettas are mechanged and sellers continue to have ideas of \$16.50-17.00 per dozen, c.&f. for Pernambucos with other grades and selections at proportionate levels. While more interest has been noted in the County, buyers are not quite ready to meet these levels and it has been difficult to confirm any business.

Some interest in Nigerians but here

too, business is restricted, as shippers claim to have relatively few skins and are unwilling to meet the prices indicated by buyers here, claiming they can do better in Europe. Addisababa slaughterers are firm and latest offerings at \$12.75 but even at this figure, buyers show little interest. Berberaha blackheads have been selling at \$1.60 per lb., but at this price buyer wants very choice skins for friezing. Not many offerings of dry salted Sudans as shippers claim have been selling to England at higher levels. Mombasas nominal.

Cape shearlings are quite firm and latest reports that relatively few ½½- inch skins are available at origin. Last confirmed sales were at 18½pence c.&f. and that would be duplicated but shippers either ask 19 pence or do not offer for the present. The longs are held at 30 pence.

DEATHS

Joseph Kaltenbacher

... 70, president of the Seton Leather Co., Newark, N. J. died Jan. 6 at the Beth Isreal Hospital, Newark after a brief illness. A pioneer in the development of leather tanning processes, Kaltenbacher was born in Germany and studied leather making at the famed Frieberg Tanning School there.

Arriving in this country in 1896, he worked at various leather companies before founding the Seton Leather

DERMABATE COMPOUNDS LIQUID EXTRACTS

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STAINLESS SUMAC - ORDINARY SUMAC

QUEBRACHO - RAPID TAN "G"

SPECIAL DIPPING EXTRACTS



AMERICAN EXTRACT CO.

Manufacturers of the Largest Variety of Vegetable Tanning Extracts

ESTABLISHED 1887

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about any—and all—of your tanning problems.

- Get our advice—our help—relative to those perplexing difficulties regarding Finish—and Repair—in shoe factories.
- Fellowships in problems of research—for various industries allied with tanning.
- Have us develop any new processes you have under contemplation.

August C. Orthmann Director & President Milwaukeu. Wis.

922 NORTH 4th STREET Telephone: DAIy 8-6426—8-6247 Co. in 1906 with two partners, Philip Murray and Joseph Clark. The firm which now employs 250 workers man-ufacturers patent leather for shipment throughout the world.

Kaltenbacher is best known for his early experiments in the development of chrome tanning. He leaves his wife, Estella; two sons, Joseph C. of West Orange, and Richard S. of South Orange; a daughter, Mrs. Charlotte Meier of Maplewood; and a sister, Mrs. Rose Ullman of Palestine. Funeral services held Jan. 9 at Temple B'nai Jeshurun were attended by a large number of friends from the leather and shoe industry.

J. Russell Clarke

..... 68, sales manager of Endicott-Johnson Shoe Corp., died this week in Newton, Mass. A native of Plymouth, Mass., Clarke began his career as a salesman for the Arnold Shoe Co. and joined Endicott-Johnson 33 years ago. He was a member of the New England Shoe and Leather Assn. Surviving are his wife, a son and a daughter. all of Newton.

Fred L. Hasey

... 67, executive vice president of the George E. Keith Shoe Co., Brock-ton, Mass., operators of a chain of retail shoe stores, died recently in Goddard Hospital, Brockton, Mass, atter a brief illness. Hasey began work with the firm in its cutting room and had held his present position for the past 13 years. He leaves his wife, Helen; two sons, Richard E. of Bridge-water, and John F. of New York City.

Arthur Marrs

. . . 56, superintendent of the Prime Tanning Co., Berwick, Me., died re-cently at Beverly, Mass. Hospital after a short illness. Widely-known in leather circles, Marrs was active with his brothers at the Marrs Brothers Leather Co., Salem, until its liquidation in 1932, and later joined the Korn Leather Co. He leaves his wife, Ann; two daughters, Mary V. and Ann E. Marrs; two sons, Richard E. and William H. of Salem; and a sister, Mrs. John J. Doherty of Danvers, Mass.

David Hartman

98, retired shoe manufacturer and founder of the Hartman Shoe Co. in Haverhill, Mass., died Dec. 24 at his home in Haverhill. Hartman came to Haverhill in 1897 and, together with his four sons, founded the shoe company and an instock department known as Hannahsons Shoe Co.

Later he entered the leather business, manufacturing heels and toplifts. By 1913, he was also connected with the real estate and clothing business.

He leaves three sons, Samuel Hartman, president of Hartman and Hannahsons Shoe Co.s; Joseph Hartman, buyer, and Louis Hartman, secretary-treasurer of the firms; two daughters, Mrs. Daniel Wallach, New York; and Miss Millie Hartman, New York; seven grandchildren; nine great-grandchildren and one great-great-grandchild.

ADVERTISING RATES

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situation Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

tions Wanted."
Minimum space accepted: 1 inch. Copy
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issue of the following Saturday.
Advertisements with box numbers are
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concerning them will be disclosed by the
publisher.

THE RUMPF PUBLISHING CO. 300 W. Adams St. Chicago 6

Special Notices

Wanted

50 or less Men's used 12 pair Lasting room racks, 5½ inch spaces, HUTH-JAMES SHOE, INC., WAUPON, WIS.

Investment Available

FIRST CLASS TANNER, Finisher, in bag, case, and specialty leathers, wishes to buy partnership in small tannery.

Address A-16, c/o Leather and Shoes 300 W. Adams St., Chicago 6, Ill.

FOR SALE LEATHER IN THE CRUST

PLITS—Various type—by foot and pound.
COW HIDES in Bark and Chrome Tanned
for Shoe, Luppage, and Sundry.
SHEEPSKINS in Bark and Chrome.
PIG SKINS—top grain—and splits—also finsheep the state of the sheep sheep sheep sheep sheep sheep
SPLITS for Football and Backball uses.
SPLITS for Suedes.
SPLITS for Sheep shee

Morris Feldstein & Son, Inc. New York 7, N. Y. Beekman 3-2550



Quirin Leather Press Co. Olean, New York

Work Gloves

Plant New York City including

3 story & basement brick building, 45 Singer & Union sewing machines, Clickers, Spreader, Presser & Dies.

> Equipped for any of the Allied Needle Trade.

Good Transportation.

Local labor.

Bargain to quick buyer. Address A-18,

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Crust: Finished: Fullskins: Squares Attractive Prices-Prompt Delivery

Prices & Terms on request.

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Attention Tanners—Converters

WELL ESTABLISHED, reputable firm, covering the New York shoe—handbag—belt—and novelty trades, with over 10 years of selling experience, is interested to act as sole distributor for the New York territory. Address M-9, c/o Leather and Shoes, 20 Vesey St., New York 7, N. Y.



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Encyclopedia of the Shoe and Leather Industry

WANTED: Copies of Hide and Leather and Shoes' Encyclopedia of the Shoe and Leather Industry. Supply is completely exhausted and we have a number of requests for copies. Will pay \$5.09 per copy regardless of condition.

RUMPF PUBLISHING CO.

300 W. Adams St.

Chicago 6, Ill.

Offerings Wanted

WHAT HAVE YOU to sell in sole, upper, splits, skeepskins or any type of leather? We will also purchase rubber heels, slabs, soles, shoe findings, etc. Write:

Morris Feldstein & Son, Inc., 85 Gold St., New York 7, N. Y.

Toggling Unit For Sale

SPECIAL EQUIPMENT CO. 36-frame continuous feed toggling unit. Ecellent condition. Immediate delivery. Inspection by appointment. Address A-13, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, III.

Help Wanted

Salesman

CHICAGO, ST. LOUIS, Central States and Southern States, by an Eastern manufacturer of men's high grade sandals for better stores to retail at \$5 and up. Send detailed letter of reference and experience to A-10, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Finishing Foreman

WANTED: Finishing foreman with knowledge of all modern finishing techniques for position in Middle Western tannery. Give references and experience.

Address A-12, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

IIIIII

- SPRUCE EXTRACT
- POWDERED SUPER SPRUCE IIIIII
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GENERAL OFFICES 560 Fifth Avenue New York, N. Y.

OPERATING PLANT AT Erie, Pa.

Finishing Foreman

EXPERIENCED finishing foreman. Must have thorough knowledge of variety of finishes and their applications. Must know leather and be able to work with and train employees. Replies confidential. Address A-11. co Leather and Shoes, 300 W. Adams St., Chicago

Beam House Foreman

WANTED: Beam House Foreman for sole Leather Tannery. Give full information in Leather Ta

Address A-14 e/o Leather and Shoes 300 W. Adams St., Chicago 6, Ill.

Tannery Superintendent

WANTED: Experienced vegetable sole auper-intendent, capable of supervising production of 1,000 hides per day. Do not reply unless your record will stand closest scrutiny. Address A-3, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

TANNER

WANTED: EXPERIENCED TANNER of elk sides for shoes in modern, medium size Mid-west tannery.

Address A-17 c/o Leather and Shoes 300 W. Adams St., Chicago 6, Ill.

Situations Wanted

Salesman

FOLLOWING AMONG ladies' shoes, playshoes, slipper and handbag manufacturers, metropolitan New York and environs, seeks connection with reputable firm.

Address A-1, c/o Leather and Shoes, 20 Vesey St., New York 7, N. Y.

Model Cutter

WANTED: Experienced model cutter for Maine factory. Good salary for right man. Apartment available. For interview write: Penobacot Shoe Co., 179 Lincoln St., Boston, Mass.

Manager-Superintendent

AVAILABLE JANUARY 1, a young shoe factory man of unusual experience. For past 10 years general manager and superintendent of fine men's and women's factories. If you have a factory management problem, this man capable of solving it. Address O-31, e/o Leather and Shoes, 10 High St., Boston 10, Mass.

Tanner

YOUNG MAN, 12 years practical experience in Chrome Retan, Vegetable Sole and Mechan-ical leathers, desires supervisory position. Address A-15 c/o Leather and Shoes 300 W. Adams St., Chicago 6, Ill.

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Because it provides the utmost in rigidity, the Vita-Tempered APEX shank with either two or three ribs is first choice for work shoes and other heavier types of footwear. And, like all United shanks, the APEX is fitted to the shoe manufacturer's run of lasts.



STEEL SHANKS
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UNITED SHOE MACHINERY CORPORATION, BOSTON, MASSACHUSETTS



Fit decides the Sale ...



While footwear fashion must run "true" to the prevailing mode, it cannot afford to be "fickle" as to fitting. Throat and quarter lines were once a worry at the fitting stool — but not now when TAYLORED-TOP is used. Answering every foot movement, TAYLORED-TOP gently and firmly moulds the throat and sides of a shoe to fit even the most difficult foot . . . and closes many a sale that would otherwise be lost. Write for samples and any additional data you may require.



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